

CG-08-00

SUPPORT TO SMALL BUSINESS

It is essential to the health and well being of the United States economy to encourage and actively support small businesses. There are over 24 million American small businesses, and they are responsible for 55% of the industrial innovations/inventions developed every year. Additionally, small business concerns employ 53% of the private work force, generate more than 50% of the U.S. Gross Domestic Product, and provide virtually all of the net new jobs added to the U.S. economy. Small businesses represent 99.7% of all employers.

To support small businesses, Congress passed the Small Business Act of 1958, which reads: "It is the declared policy of the Congress that the government should aid, counsel, assist, and protect insofar as is possible the interests of small business concerns in order to preserve free competitive enterprise, to ensure that a fair proportion of the total purchases and contracts for supplies and services for the Government be placed with small business enterprises, and to maintain and strengthen the overall economy of the nation."

White Sands Missile Range fully supports the Small Business Act and its intent. Towards this end, White Sands is given goals each year from higher headquarters in regards to the percentage of contracting dollars that should go to small and disadvantaged businesses. It is incumbent upon everyone involved in the acquisition process at White Sands to help achieve these goals. Involvement does not just mean acquisition center personnel. Rather, this responsibility flows from the customer-user with the requirement to the approving official that ultimately signs the purchase request.

The Federal Acquisition Regulation requires that all purchases from \$2,500 up to \$100,000 be reserved exclusively for small businesses. Additionally, acquisitions between \$2,500 and \$50,000 shall be set aside for "very small businesses." These are businesses with 15 employees or less and with \$1 million or less in average annual revenues. Finally, all procurements over \$100,000 shall be set-aside for small businesses whenever possible. All of us at White Sands must ensure that we consider these guidelines when drafting Purchase Descriptions or performing market research seeking sources of supply.

For assistance in identifying small businesses that can meet your needs or to get more information on the Small Business Program at White Sands Missile Range, contact Mr. Ron Taft, the White Sands Small and Disadvantaged Business Utilization Specialist. His office is located in Room 108, Building 126W. He can also be reached by e-mail at tafr@wsmr.army.mil, and his phone number is 678-1401.

STEVEN W. FLOHR
Brigadier General, USA
Commanding

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